UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT Pursuant to Section 13 or 15(d) of the **Securities Exchange Act of 1934**

Date of report (Date of earliest event reported): January 13, 2020



STRATA SKIN SCIENCES, INC.

(Exact Name of Registrant Specified in Charter)

13-3986004 Delaware 000-51481 (I.R.S. Employer (State or Other (Commission File Jurisdiction of Identification No.) Number) Incorporation) 5 Walnut Grove Drive, Suite 140, Horsham, 19044

Pennsylvania

(Address of Principal Executive Offices) (Zip Code)

Registrant's telephone number, including area code: 215-619-3200

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

| Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) |
|--|
| Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) |
| Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)) |

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Securities registered pursuant to Section 12(b) of the Act:

| | Trading | |
|---|-----------|---|
| Title of each class | Symbol(s) | Name of each exchange on which registered |
| Common Stock, \$0.001 par value per share | SSKN | The NASDAQ Stock Market LLC |

| Indicate b | y check marl | k whether the | registrant is an | emerging gro | wth company | as defined i | in Rule 405 | of the Securities | Act of 1933 | (§230.405 of |
|-------------|----------------|----------------|------------------|----------------|-------------|---------------|-------------|-------------------|-------------|--------------|
| this chapte | er) or Rule 12 | 2b-2 of the Se | curities Exchang | ge Act of 1934 | (§240.12b-2 | of this chapt | er). | | | |

Emerging growth company □

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. □

Item 7.01 Regulation FD Disclosure

On January 13, 2020, Strata Skin Sciences (the "Company") posted an investor presentation to its website at https://strataskinsciencesinc.gcs-web.com/. A copy of the investor presentation is attached as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this Current Report on Form 8-K, including Exhibit 99.1 attached hereto, is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, nor shall it be deemed subject to the requirements of amended Item 10 of Regulation S-K, nor shall it be deemed incorporated by reference into any filing of the Company under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date hereof, regardless of any general incorporation language in such filing. The furnishing of this information hereby shall not be deemed an admission as to the materiality of any such information.

Safe Harbor

This Current Report on Form 8-K, and oral statements made regarding the subject matter hereof, contains "forward-looking statements" within the meaning of the Securities Litigation Reform Act of 1995, or the Reform Act, which may include, but are not limited to, statements regarding the Company's revenue growth estimates, plans, objectives, expectations and intentions and other statements contained in this Current Report on Form 8-K that are not historical facts, including statements identified by words such as "believe," "plan," "seek," "expect," "intend," "estimate," "anticipate," "will," and similar expressions. All statements addressing the Company's ability to generate the anticipated revenue stream, the Company's ability to generate sufficient cash flow to fund the Company's ongoing operations and research and development activities beginning at any time in the future, the Company's ability to implement business strategies, regulatory and political factors or conditions affecting the Company and/or the medical device industry in general, the public's reaction to the Company's ability to grow revenues and marketing campaigns, the Company's ability to build a leading franchise in dermatology and aesthetics, and the Company's ability to grow revenues and sustain that growth as well as statements expressing optimism or pessimism about future operating results are forward-looking statements within the meaning of the Reform Act. The forward-looking statements are based on management's current views and assumptions regarding future events and operating performance, and are inherently subject to significant business, economic, and competitive uncertainties and contingencies and changes in circumstances, many of which are beyond the Company's control. The statements in this press release are made as of the date hereof, even if subsequently made available by the Company on its website or otherwise. The Company does not undertake any obligation to update or revise these statements to reflect events or circumstances

Although the Company does not make forward-looking statements unless it believes it has a reasonable basis for doing so, the Company cannot guarantee their accuracy. The foregoing factors, among others, could cause actual results to differ materially from those described in these forward-looking statements. For a list of other factors which could affect the Company's results, including revenue growth estimates, see the Company's filings with the Securities and Exchange Commission, including "Cautionary Note Regarding Forward-Looking Statements," "Item 1A. Risk Factors," and "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations" set forth in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2019. No undue reliance should be placed on any forward-looking statements.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

99.1 Strata Skin Sciences Investor Presentation dated January 13, 2020.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

STRATA SKIN SCIENCES, INC.

Date: January 13, 2020

By: /s/ Matthew C. Hill
Matthew C. Hill
Chief Financial Officer



SKIN SCIENCES

NASDAQ: SSKN

Driving Value to Dermatology Partners

Matching Patients with Clinics

Investor Presentation

January 2020



Safe Harbor Statement

This presentation includes "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 that are subject to risks, uncertainties and other factors. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including any statements of the plans, strategies and objectives of management for future operations; any statements regarding revenue growth, product development, product extensions, product integration or product marketing; any statements regarding continued compliance with government regulations, changing legislation, insurance or regulatory environments; any statements of expectation or belief and any statements of assumptions underlying any of the foregoing; any are risks and uncertainties related to successfully integrating the products and employees of the Company, as well as the ability to ensure continued regulatory compliance, performance and/or market growth. These risks, uncertainties and other factors, and the general risks associated with the businesses of the Company described in the reports and other documents filed with the SEC, could cause actual results to differ materially from those referred to, implied or expressed in the forward-looking statements. The Company cautions readers not to rely on these forwardlooking statements. All forward-looking statements are based on information currently available to the Company and are qualified in their entirety by this cautionary statement. The Company anticipates that subsequent events and developments will cause its views to change. The information contained in this presentation speaks as of the date hereof and the Company has and undertakes no obligation to update or revise these forward-looking statements, whether as a result of new information, future events or otherwise





STRATA Investment Highlights

A Win-Win-Win Company

- · For patients safest, most effective treatment, no side effects
- · For clinics stable increased revenue base
- For Payers the least expensive treatment available

Excimer Laser Technology for Dermatology Indications

Psoriasis, Vitiligo, Atopic Dermatitis and Leukoderma

Large Market Opportunity

- · 35 Million lives \$6 Billion annual revenue
- Treatment modality use growing > 25% per year
- · Reimbursement 3 unique CPT codes
- · 25% target clinic penetration

Unique and Proven Business Model

- Best in class XTRAC® and VTRAC® Excimer Laser technologies
- · Domestic recurring revenue driven by DTC*
- OUS recurring revenue Announced 7/2019 10 placed in 2H/2019
- · Providing "business in a box" for dermatology practices
- · Growing Install base low hanging fruit



*DTC - Direct To Consumer awareness and advertising





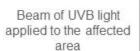




How XTRAC Works - Psoriasis

Clinical Protocol - 6.2 treatments to PASI75





UVB light induces apoptosis of the keratinocytes and T cells in the dermis



Promotes immunosuppression

Induces alterations in cytokine profile



150+ peer reviewed published clinical studies

PASI - A 75% reduction in the Psoriasis Area and Severity Index (PASI) score (PASI75) is the current benchmark of primary endpoints for most clinical trials of psoriasis



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How XTRAC Works - Vitiligo

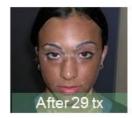


- Long-term skin condition characterized by patches of skin losing its pigment
- Disease is believed to be due to genetic susceptibility where the autoimmune disease is then triggered
- Potentially the immune system is attacking and destroying melanocytes of the skin
- · Life-altering disease that leads to low self esteem
- UVB light reduces the immune system's attack on the melanocytes and enhances the migration and proliferation of melanocytes resulting in repigmentation

STRATA HAS EXCLUSIVE LICENSE FOR TREATMENT OF VITILIGO USING EXCIMER LASER







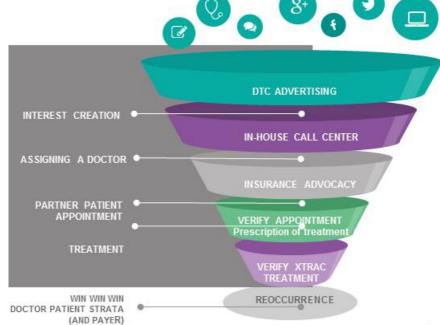


XTRAC a True Partnership: A complete business solution

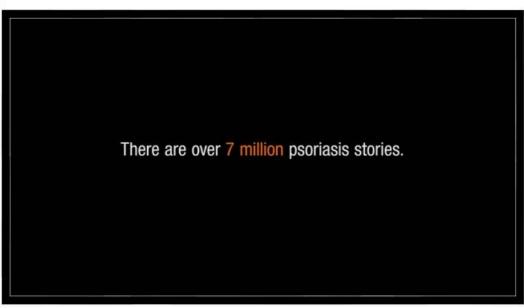


Domestic XTRAC Revenue Funnel





XTRAC helps patients Live Clear, Live Free...





https://youtu.be/GdMBliZYy70

50,000 People See XTRAC Ads Daily





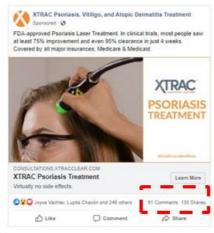


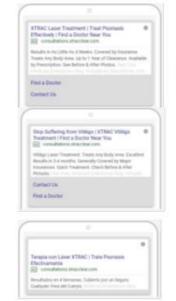








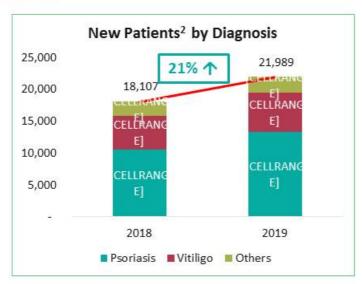


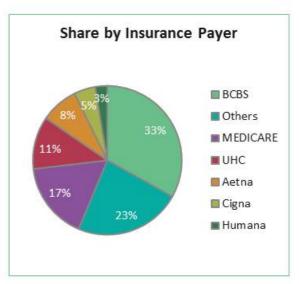






21% new patient growth in 2019; 86% covered by insurance1

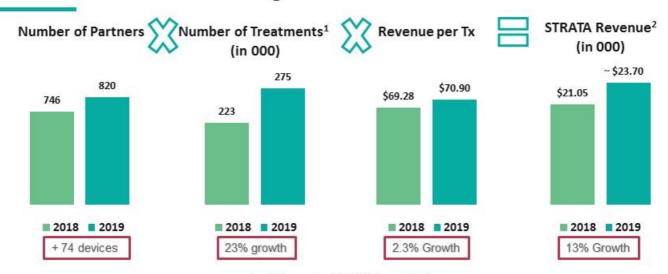




 $^{196\%}$ of Psoriasis and 76% of Vitiligo patients had XTRAC as a covered insurance benefit $^{2}\text{New Patients}$ captured in STRATA reimbursement system



STRATA's Domestic Recurring Revenue Model



As of December 31, 2018 and 2019

¹Reflects only partners that purchase treatment codes on an as needed basis. Other partners purchase codes on a fixed monthly billing ²Revenue is domestic recurring placements, net of discounts and co-pay support



Domestic Install Base Growth Drivers

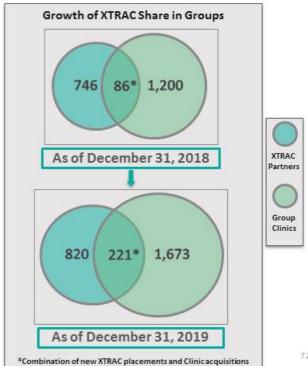
Expansion into group clinic roll ups

- 1,673 clinics owned by 49 roll-up groups
- 221 (13%) of which are XTRAC partners
- Strata signed strategic expansion agreements with major groups

Comebacks

- 300-400 clinics own Excimer lasers
- Conversion to an XTRAC partner clinic leads to immediate revenue
- 15 Comebacks in 2018 (4 in 2017)
- 19 Comebacks in 2019





Domestic Market: Installed Base - sales and service engine



Territories color coded

Overview

- 820 Partner XTRAC clinics
- 155+ sold XTRAC
- 5 Regions
- 26 Sales Territories
- 15 Field Service Techs
- In-house call center to qualify leads
- Only one competitor in U.S.



Partner Academic Institutions































































International Market: Installed Base





STRATA

Strategic Growth Targets

- Major Markets China, Japan, Saudi Arabia, South Korea
- Insurance covered in most markets
- Usage/device higher than domestic market – untapped potential in U.S.
- 1,300 OUS devices sold and in service
- Placement recurring revenue model agreement executed for South Korea July 2019 – 10 devices placed 2H/2019

Financial Metrics

| | Q1 2018 | Q2 2018 | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Q4 2019 |
|--------------------------------------|---------|------------------|---------|---------|---------|---------|---------|----------|
| Dermatology recurring revenue | \$4,770 | \$5,022 | \$5,393 | \$5,867 | \$5,312 | \$5,839 | \$5,991 | ~\$6,550 |
| Dermatology equipment revenue | \$1,968 | \$2,366 | \$2,336 | \$2,132 | \$2,171 | \$1,886 | \$1,489 | ~\$2,300 |
| Total revenue | \$6,738 | \$7,388 | \$7,729 | \$7,999 | \$7,483 | \$7,725 | \$7,480 | ~\$8,850 |
| Domestic partner installed base | 746 | 746 | 746 | 746 | 754 | 764 | 784 | 820 |
| International installed base | 15.5 | : - : | 4.54 | 1.50 | 177/) | .= | 2 | 10 |
| Average recurring revenue/device* | \$6,394 | \$6,732 | \$7,229 | \$7,865 | \$7,045 | \$7,643 | \$7,622 | ~\$7,891 |
| Dermatology recurring revenue margin | 58.3% | 61.8% | 66.7% | 71.5% | 66.2% | 70.3% | 67.2% | * |
| Total Company margin | 50.4% | 52.0% | 59.9% | 65.7% | 61.6% | 63.6% | 61.8% | * |

STRATA

Note: all quarterly numbers are unaudited Q4 2019 numbers are preliminary and unaudited * Total recurring revenue over total installed base

Financial Profile Shares and Share Equivalents - Market cap*- \$73M

(As of January 9, 2020)

| Common stock outstanding | 32.9M | |
|----------------------------|-------|--|
| Series C preferred shares* | 0.7M | |
| | | |
| Total** | 33.6M | |

^{*} On an as converted basis of the convertible preferred stock



^{**} Does not include 750K warrants with a weighted average exercise price of \$4.12 as of September 30, 2019 of which 600K expire by June 2020 Does not include 4.0M options with a weighted average exercise price of \$1.78 as of September 30, 2019

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*DTC - Direct To Consumer awareness and advertising











SKIN SCIENCES

NASDAQ: SSKN

Driving Value to Dermatology Partners

Matching Patients with Clinics

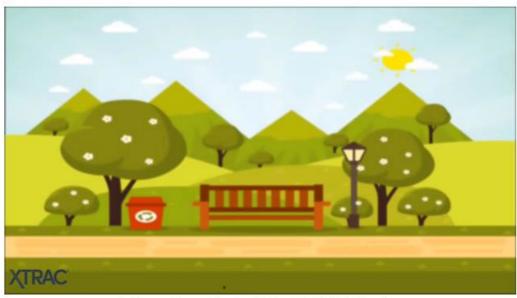
Investor Presentation

January 2020



Appendix

Additional Creative





https://youtu.be/LbmTKkN0Aq4

#1 Prescribed Targeted Therapy for Psoriasis and Vitiligo by Dermatologists

XTRAC® Excimer laser is FDA cleared for Psoriasis, Vitiligo, Atopic Dermatitis and Leukoderma. It uses a highly targeted beam of 308nm UVB to treat affected skin without damaging surrounding healthy tissue. Treatment has minimal side effects, avoids messy topicals and high cost of biologics.

Best in class excimer technology

Latest product launched in 2018, Only platform with Vitiligo and OTD protocol

Established CPT Codes

2019 Medicare Average: 96920-\$167.22, 96921-\$183.44, 96922-\$249.03

150+ peer-reviewed clinical-studies

Multiple academic institutes in U.S. use XTRAC

2,000+ device installed base, worldwide

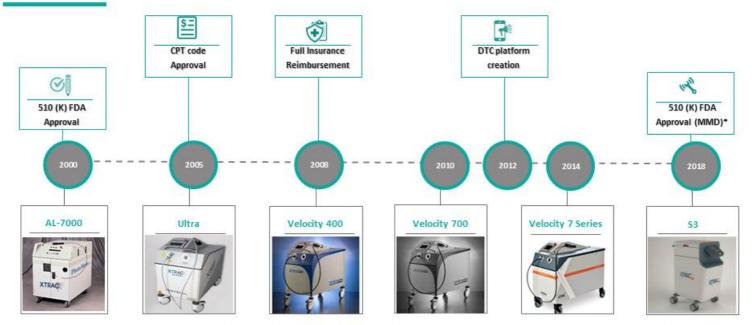
820 offices in the U.S. provide device access to over 3,000+ providers

5+ Million treatments performed

More than 500,000 patients treated



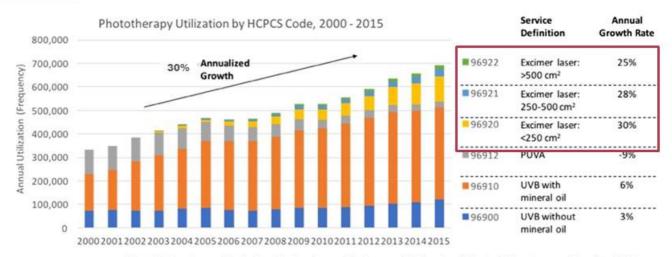
Continuous technology investment and business growth



STRATA

*MMD tip is a diagnostic accessory for XTRAC used in optimal therapeutic dose (OTD) protocol that helps patients achieve Optimal Clinical Outcomes leading to increased Patient Retention

30% annual growth in excimer laser utilization in the US



Historical phototherapy utilization. Trend in phototherapy utilization among Medicare beneficiaries by billing code across all providers, 2000 to 2015. HCPCS, Healthcare Common Procedure Coding System; PUVA, psoralen plus ultraviolet A; UVB, ultraviolet B.



Sample studies from 150+ clinical studies

Multicenter Psoriasis Study¹

124 patients were enrolled and 80 completed the protocol. 72% achieved at least 75% clearing in an average of 6.2 treatments. 84% of patients reached improvement of 75% or better after 10 or fewer treatments. 50% of patients reached improvement of 90% or better after 10 or fewer treatments. Common side effects included erythema, blisters, hyperpigmentation, and erosions, but were well tolerated.

Scalp Study

All patients improved. 17/35 (49%) of patients cleared>95% (mean: 21 treatments; range: 6-52) and 16/35 (45%) cleared 50-95%. Conclusion - The excimer laser is a successful approach to treatment of psoriasis of the scalp being a simple treatment that can be performed in a short period of time and which has a high rate of effectiveness.

Vitiligo Study²

Out of 221 vitiligo patches treated, 50.6% showed 75% pigmentation or more, 25.5% achieved 100% pigmentation of their patches, and 64.3% showed 50% pigmentation or more. Lesions on the face responded better than lesions elsewhere. Conclusion: The 308-nm xenon chloride excimer laser is an effective and safe modality for the treatment of vitiligo, with good results achieved in a relatively short duration of time.

Pediatric Study⁴

4 children with a mean age of 11.0 years and 12 adults with a mean age of 48.8 years completed the protocol. Both the children and the adult groups yielded a significant decrease in psoriatic severity scores of their respective target lesions. The children's group had a greater reduction (91.3% reduction) as compared to the adult treatment group (61.6% reduction).

*Multicenter Psoriesis Study - Feldman SR, Mellen BG, Housman TS, Fitzpatrick RE, Geronemus RG, Friedman PM, Vasily DB, Morison WL. Efficacy of the 308-nm excimer laser for treatment of psoriasis: Results of a multicentel study. J Am Acad of Dermatal; vol. 46, no. 6, June 2002, pp. 900-906

*Vitiligo Study - Suhail Hadi, Patricia Tinio, Khalid Al-Ghalithi, Haitham Al-Qari, Mohammad Al-Helalat, Mark Lebwohl, and James Spencer. Photomedicine and Laser Surgery. Treatment of Vitiligo Using the 308-nm Excimer Laser. Jun 2006.phead of printhttp://doi.org/10.1089/pho.2006.24.354

*Scalp Study - Morison WL, Atkinson DF and Werthman L. Effective treatment of scalp psoriasis using the excimer (308nm) laser. Photodermatol Photoimmunol Photomed 2006; 22:181-183

*Pediatric Study - Pahlojani N, Katz BJ, Lanzano AM, Murphy F and Gottlleb A. Comparison of the Efficacy and Safety of the 308nm Excimer laser for the Treatment of Localized Psoriasis in Adults and in Children: A Pilot Study. Pediatric Dermatology Vol. 22 No. 2, March/April 2005, pp. 161-165

Induration Protocol Study - Taneja A, Trehan M, Taylor C. 308-nm Excimer Laser for the Treatment of Psoriasis – Induration-Based Dosimetry. Arch Dermatol, Vol. 139, June 2003, pp. 759-764

High Dose Protocol Study - Michael Abrouk, 1 Etnan Levin, 2 Merrick Brodsky, 1 Jessica R Gandy, 1 Mio Nakamura, 2 Tian Hao Zhu, 3 Benjamin Forahnik, 4 John Koo, 2 and Tina Bhutani, 2 Excimer laser for the treatment of psoriasis: safety, efficacy, and patient acceptability. Published online 2016 Dec 12. doi: 10.2147/PTT.5105047



Maximizing Dermatologist Partner Clinical Revenue





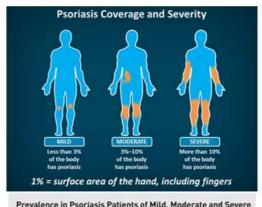


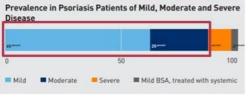
Revenue = # of lasers x # of treatments/pt x # patients x cost/tx x recurrence factor



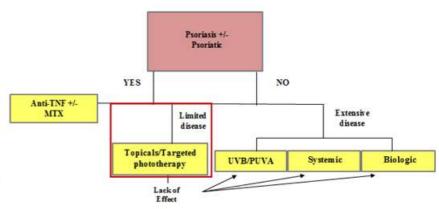
Data collected directly from the lasers demonstrates the importance of following treatment guidelines 25

XTRAC a preferred treatment for 90% of psoriasis patients (<10% BSA)





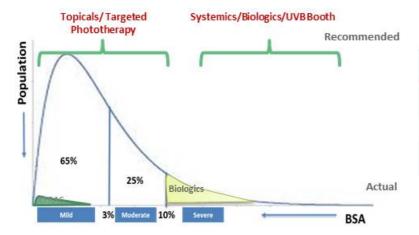
Source: National Psoriasis Foundation



American Academy of Dermatology Psoriasis Clinical Guideline



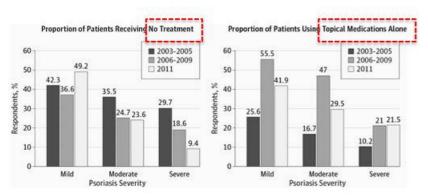
Opportunity map for XTRAC



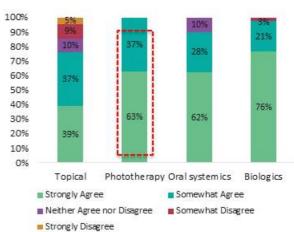
| Indications | Prevalence | Source |
|-------------------|-------------|-----------------------------|
| Atopic dermatitis | 18 Million | National Eczema Association |
| Vitiligo | 2-5 Million | Vitiligo Support |
| Psoriasis | 7.5 Million | NPF |



Phototherapy has highest patient perceived treatment effectiveness



Source: Findings From the National Psoriasis Foundation Surveys, 2003-2011



Patient-perceived treatment effectiveness

Source: Real-world health outcomes study sponsored by Eli Lilly (n=2200) 29



Leads, Appointments, RDX Charts



| | 2015 | 2016 | 2017 | 2018 | 2019 |
|--------------|--------|--------|--------|--------|--------|
| Leads | 36,473 | 21,296 | 7,269 | 22,213 | 47,911 |
| Appointments | 10,032 | 6,524 | 2,563 | 3,856 | 5,924 |
| RDX Charts | 26,237 | 23,481 | 18,747 | 18,107 | 21,989 |



Total Calls in call center



STRATA

XTRAC adds (delegated) recurring revenue driver for its partners

| CPT CODE | Description | Charles and Control of the Control o | nal Average ayment Rate | |
|-------------|---|--|----------------------------|--|
| 96920 | Laser treatment for inflammatory skin diseases, (psoriasis); total area less than 250 sq cm | \$168.12 | | |
| 96921 | Laser treatment for inflammatory skin diseases, (psoriasis); total area between 250 – 500 sq cm | \$18 | 4.32 | |
| 96922 | Laser treatment for inflammatory skin diseases, (psoriasis); total area greater than 500 sq cm | \$25 | 0.92 | |
| Numbe | er of Treatments / Weeks | 20 | 30 | |
| | # of Weeks / Year | 48 | 48 | |
| | Total # of Treatments / Year | 960 | 1,440 | |
| | Average Revenue Per Treatment | \$186 | \$186 | |
| Ph | ysician Gross Revenue (Annual) | \$178,485 | \$267,728 | |

| Treatment | Patient Type | Reimbursement Details | Annual Revenue per Patient | Can be delega ted** |
|-------------------|--------------------------------|--|-------------------------------------|---------------------------|
| XTRAC | Mild / moderate / severe | CPT Code 96920-96922 (\$168-\$251) average \$186; 16 tx/course (2/yr) and Office Visit -\$70 (2/Yr) | \$6,092 | , |
| Phototherapy * | Moderate / severe | Office visit - \$70 (2/yr) | \$140 | х |
| Biologics | Moderate / severe | Office visit - \$70 (6/yr) | \$420 | х |
| Systemics | Moderate / severe | Office visit - \$70 (3/yr) | \$210 | х |
| Topicals | Mild / moderate | Office visit - \$70 (3/yr) | \$210 | х |

^{*}Phototherapy Center Revenue - CPT Code 96910 \$40 per tx; 30 tx/course (2/yr) - \$2,400



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^{**}Subject to state legislation

How XTRAC works for offices: \$250 revenue in less than 7 minutes

Established CPT Codes

2019 National Medicare Average Rate

- 96920 \$167.22
- 96921-\$183.44
- 96922 \$249.03



